

## Message Text

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PAGE 01 LAGOS 03033 110829Z  
ACTION AF-10

INFO OCT-01 ISO-00 EB-08 EA-10 DOE-11 SOE-02 TRSE-00  
OMB-01 CIAE-00 INR-10 NSAE-00 USIA-06 /059 W  
-----069162 120537Z /15  
R 101131Z MAR 78  
FM AMEMBASSY LAGOS  
TO AMEMBASSY TOKYO  
INFO USDOC WASHDC  
SECSTATE WASHDC 7045

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E.O. 11652: N/A  
TAGS: PGOV, ECON, JA, NI, IV, TZ, EG  
SUBJECT: JAPANESE TRADE MISSION VISIT TO NIGERIA

REF: TOKYO 2710

1. MISSION WHICH VISITED LAGOS FEBRUARY 22-25 WAS JUDGED QUALIFIED SUCCESS BY JAPANESE EMBASSY HERE. GROUP PRINCIPAL TO LISTEN AND OBSERVE, NOT NEGOTIATE ANY SPECIFIC DEALS. WHILE MEMBERS JOTTED DOWN PROPOSALS, THEY GAVE LITTLE OR NO AFFIRMATIVE ANSWERS. NIGERIAN SCENE WAS NOT NEW TO JAPANESE AS THIS WAS THE FOURTH GENERAL TRADE MISSION TO VISIT NIGERIA IN THE PAST EIGHT YEARS.

2. ACCORDING TO JAPANESE EMBASSY IN LAGOS, THE NIGERIANS' MAIN PROPOSAL WAS FOR A TRADE AGREEMENT WHICH WOULD HELP CORRECT INBALANCE IN BILATERAL TRADE. JAPAN PRESENTLY ENJOYS 40 TO 1 ADVANTAGE OVER NIGERIA, THE FORMER'S EXPORTS APPROXIMATING \$600 MILLION LAST YEAR WHILE NIGERIA'S EXPORTS TO JAPAN TOTALLED \$15 MILLION DOLLARS. THE FMG HAS SUGGESTED THAT JAPAN BUY MORE OIL, BUT GOJ REPORTEDLY PLANS TO REJECT THIS ON GROUNDS THAT NIGERIAN OIL IS TOO EXPENSIVE. THE FMG ALSO ASKED FOR FORMATION OF

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JOINT COMMISSION  
TO WORK ON ECONOMIC SUPPORT AND  
TECHNICAL ASSISTANCE MATTERS. AGAIN, THE JAPANESE EXPECT TO VETO THIS AS THEY CAN SEE LITTLE GAIN IN ESTABLISHING AN ORGANIZATION WHICH MAY BE ONLY A BUREAUCRATIC BURDEN. GOJ REPORTEDLY ALSO PLANS TO REFUSE OVERTURES FOR TECHNICAL ASSISTANCE SALARY SUPPLEMENTATION.

3. MORE FRUSTRATION IS PROBABLY IN STORE FOR FMG PLEA  
FOR GOVERNMENT-TO-GOVERNMENT YEN CREDITS. REQUEST HAS  
BEEN ACTIVE FOR SEVERAL MONTHS AND WAS AGAIN RAISED  
DURING MISSION TALKS. GOJ WILL CONSIDER REUQUEST BUT JAPANESE  
EMBASSY FORESEES REJECTION. THE NIGERIANS HAVE NOT YET  
APPROACHED JAPANESE BANKS TO FORM A CONSORTIUM FOR  
OFFSHORE LENDING. HOWEVER, JAPANESE BANKS ARE AMONG THOSE  
PARTICIPATING IN RECENTLY SYNDICATED BILLION EURODOLLAR  
LAON TO NIGERIA.  
EASUM

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 jan 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** TRADE VISITS  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 10 mar 1978  
**Decaption Date:** 01 jan 1960  
**Decaption Note:**  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 20 Mar 2014  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
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**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Expiration:**  
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**Reference:** 78 TOKYO 2710  
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**Subject:** JAPANESE TRADE MISSION VISIT TO NIGERIA  
**TAGS:** PGOV, ECON, JA, NI, IV, TZ, EG  
**To:** TOKYO  
**Type:** TE  
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**Review Markings:**  
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